

## Message Text

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PAGE 01 STATE 016295

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ORIGIN XMB-04

INFO OCT-01 ARA-10 ISO-00 EB-07 COME-00 TRSE-00 L-03 /025 R

DRAFTED BY XMB:RICHARD J. FEENEY:MEM

APPROVED BY EB/IFD/ODF RANDOLPH A SWART

XMB:JOHN D.BIERMAN

ARA/EP WALTER S. CLARKE (8,\*9)

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R 221710Z JAN 76

FM SECSTATE WASHDC

TO AMEMBASSY QUITO

INFO AMCONSUL GUAYAQUIL

UNCLAS STATE 016295

E.O. 11652: N/A

TAGS: BEXP, EAGR, EC

SUBJECT: PRIVATE TRADE OPPORTUNITY: FINANCING OF CATTLE  
PURCHASE

REF: QUITO 0446

1. PRESENT REPAYMENT TERM GUIDELINES FOR EXIMBANK AND FCIA  
INSURANCE OF CATTLE PURCHASES ARE UP TO THREE YEARS FOR  
CONTRACT PRICE OF DOLS US 25,000, UP TO FOUR YEARS FOR CONTRACT  
PRICE OF DOLS US 25,000 TO 75,000 AND UP TO FIVE YEARS  
FOR CONTRACT PRICE OVER DOLS US 75,000.

2. EXIMBANK AND FCIA DO NOT (REPEAT NOT) MAKE LOANS FOR  
CATTLE PURCHASES. EXIMBANK AND FCIA WILL INSURE EXPORTER  
AGAINST COMMERCIAL AND/OR POLITICAL RISKS ON EXPORT SALES.

3. SUGGEST PROSPECTIVE PURCHASER CONTRCT US CATTLE EXPORTER  
TO NEGOTIATE PURCHASE AND REQUEST FINANCING. US EXPORTER  
MAY THEN CONTACT FCIA OR EXIMBANK TO REQUEST INSURANCE.  
ROBINSON

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## Message Attributes

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